

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Florida Detroit Diesel-Allison (FT. Lauderdale)

Florida Manufacturing Extension Partnership

Detroit Diesel-Allison Reaps Results from Acquisition Response Training

Client Profile:

Florida Detroit Diesel-Allison is a manufacturer and distributor of DDC/MTU diesel engines, Allison Transmissions, and Spectrum Generators. They also provide service and parts for these products throughout Florida. The Fort Lauderdale facility was opened in 1995 and employs 50 people.

Situation:

Florida Detroit Diesel-Allison's Fort Lauderdale branch wanted to enter the government market and gain a share of this lucrative venue. The company contacted the Florida Manufacturing Extension Partnership (Florida MEP), a NIST MEP network affiliate, for help.

Solution:

Florida MEP conducted a Acquisition Response Training interactive workshop, which guided participants through the process of doing business with the government. This workshop provided Florida Detroit Diesel-Allison with sustainable training which helped them gain insight on how to become a supplier with the government and respond to contract bids. After the workshop, Florida MEP helped the company identify bidding strategies that would yield the best results.

Results:

- * Awarded government bids in excess of \$900,000.
- * Awarded contract with Defense Logistics Agency.

Testimonial:

" I just wanted to take this opportunity to thank the Florida MEP staff for helping my company succeed in this new venture!"

Hollis Roth, Government Sales Representative